

Effective Communication



“A good meeting is an open door to come back.”

- Jim Buchy

Successful Meetings

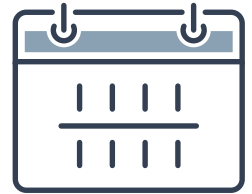
The number one thing to address is:

“How does this issue impact your business?”



When planning a meeting, keep in mind the following:

- A face-to-face meeting holds significant value.
- Know what issues you’re meeting about.
- Keep your information concise.
- Emphasize the impact of your company in your community.
- Tell stories about your business and give examples of how proposed legislation will impact your company.
- Know your material and communicate it effectively.



Legislators & Aides

- Legislators appreciate and remember those who get to know them on a personal level.
- Legislative aides are a direct pipeline to legislators - take time to work with them.
- Aides are incredibly knowledgeable about the numerous pending legislations.